



CHEVAL
RESIDENCES

Vacancy
Sales Manager - Cheval Residences

We are currently recruiting a Sales Manager reporting to the Director for Cheval Residences based at 114a Cromwell Road, SW7 4ES.

The position is responsible for collaborating with key stakeholders to prepare the sales strategy and annual sales plan, identifying and developing new accounts, account management of existing clients, co-ordinating overseas sales reps, building relationships with third parties through networking events and memberships, effective organising of tradeshow and client events, ensuring market knowledge is up to date and used to competitive advantage. In addition, the position has line management responsibility for the Sales Co-Ordinator.

The successful candidate will have broad sales experience in new business development and account management gained in the 5* luxury hotel market and/or luxury serviced apartments possibly gained in a role supporting multiple properties. In particular, proven success in the corporate market is essential, as well as familiarity with agents operating within the serviced apartments sector and the ability to lead the formulation of the sales strategy and annual sales plan.

This role would suit a well organised individual who is proactive, enthusiastic and determined to drive forward sales activity and who has strong negotiation skills. A confident and skilled communicator both verbally and in writing is required along with highly professional personal presentation commensurate with a luxury brand. Some line management experience would be desirable.

Practical experience of Xn Protel or a similar PMS is essential accompanied by strong IT skills (MS Word, Excel, Powerpoint and Outlook).

Hours of Work: - Normal working hours are Monday to Friday, 9am to 5pm (40 hours a week), however, a flexible approach is required to accommodate show rounds, client events and general business needs.

In addition to a competitive salary, colleagues enjoy 22 days holiday plus 8 bank holidays per year, non-contributory pension scheme, private medical insurance and life cover. These benefits are subject to length of service eligibility criteria.

If you would like to apply please forward your current CV to Marianne Barlow, Head of Human Resources at 114a Cromwell Road, London, SW7 4ES or email Marianne.barlow@chevalgroup.com